UNION CARBIDE CORPORATION
Chemicals and Plastics Operations Division

270 Park Avenue, Ne

To: Mr. F. D. Dexter
Chemicals and Plastics
29th Floor

August 13, 1969

cc: See attached distribution

Asbestos Sales Report
July, 1969

July sales of asbestos products were as follows:

| | July 1969 | | | Year to Date | | |
|---|---|---|---|---|---|---|
| | M # | M $ | % Plan | M # | M $ | % Plan |
| Domestic | 2,407 | 96 | 41 | 17,284 | 758 | 50 |
| Export | 95 | 8 | 50 | 2,018 | 154 | 136 |
| Total | 2,502 | 104 | 41 | 19,302 | 912 | 55 |

Sales by product type were as follows:

PLAINTIFF'S EXHIBIT
tabbies
UC-154

Domestic Sales

| | July 1969 | | Year to Date | |
|---|---|---|---|---|
| | M # | M $ | M # | M $ |
| Paper Additives | | | | |
| High Purity | 500 | 27 | 3,948 | 218 |
| T-135 | 55 | 9 | 583 | 90 |
| Total | 555 | 36 | 4,531 | 308 |
| Flooring | | | | |
| SG-100 | 1,200 | 30 | 7,556 | 189 |
| SG-144 | -- | -- | 560 | 16 |
| Total | 1,200 | 30 | 8,116 | 205 |
| Tape Joint Adhesives | | | | |
| SG-130 | 80 | 3 | 360 | 11 |
| SG-210 | 97 | 5 | 669 | 32 |
| T-135 | -- | - | 32 | 4 |
| Total | 177 | 8 | 1,061 | 47 |
| Oil Well Drilling | | | | |
| Visbestos | 377 | 11 | 1,433 | 43 |
| Super Visbestos | 25 | 1 | 675 | 25 |
| Total | 402 | 12 | 2,108 | 68 |
| Resin Grade | 73 | 10 | 1,468 | 130 |
| Domestic Total | 2,407 | 96 | 17,284 | 758 |


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## Export Sales

| | July 1969 | | Year to Date | |
|---|---|---|---|---|
| | M # | M $ | M # | M $ |
| T-135 | 45 | 6 | 45 | 6 |
| High Purity | 50 | -2 | 1,793 | 103 |
| Resin-Grade | -- | - | 180 | 45 |
| Total | 95 | 8 | 2,018 | 154 |

Domestic sales were up somewhat from June's low but only 41% of plan. The total domestic business is now at 50% plan through July.

Export sales are still above plan for the year to date and are expected to continue when heavy July shipments are credited in August.

Flooring sales rebounded to 30M in July against a YTD monthly average of 26M.

The poor performers this month were T-135 and Resin-Grade.

A brighter outlook exists for T-135 with the addition of S. D. Warren and Westvaco as new customers. Westvaco has ordered 120M lbs. for August shipment. In addition, August should see a number of new mill trials- a result of the selling effort in the last six months.

The rubber industry has shown considerable interest in RG-144 and T-135 for shoe sale and heel applications. This new market offers a major opportunity and it is being followed assiduously.

N. J. Setter

NJS/jr

Attachment


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